

Memorandum



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Date : October 5, 2001

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To : Daren Snow
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Gerri Mueller
GM-All Hotels
Mark McGehee
Mike Costello
Mike Daley
NSO-DOS
Stephen D'Agostino
Vendo Toming

From : Jack Horne

Subject : NSF Account Redeployment

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Good afternoon,

As discussed earlier this week, please find attached a list of our national accounts along with the newly assigned managers for each account. I thought it would be easier to communicate these changes by organization name and number. Please remember that we have limited contacts secured in each organization. Any unsecured contacts within these organizations are open for your solicitation.

Also, please take time to review the accounts that are marked "Back to Field". We plan on releasing these accounts for your solicitation. Gerri Mueller in Omaha is back from vacation on Monday, October 8. She will begin the process of redistributing these accounts in Envision, hopefully by the end of next week depending on her workload.

* We have been able to communicate the changes in each office to most customers with the exception of our Chicago and Ohio clients. We will finish this process early next week. Needless to say, there has been some anxiety among different customers, but for the most part people understand. I feel very good about our new coverage, and confident about our future relationships and business with these accounts.

I thank you for your patience through this process. My directors have done a great job notifying our clients and helping them through this tough transition. Please call me with any questions or concerns.

Jack

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Dean D'Anna Account		
Org Number	Organization Name	New Manager
Omaha:		
4286	AM BOARD ANESTHESIOLOGY	Jennifer Roman
Northeastern:		
6549	AM PET PRODUCTS MFG ASSN Bill Schoonjian	Jim Vandevander ✓
107898	LINKAGE INC	Michael Williamson ✓
9520	MAJOR LEAGUE BASEBALL	Back to Field ✓
107902	MAX CONSULTANTS	Michael Williamson ✓
24009	MIS TRAINING INST INC	Michael Williamson ✓
448	NATIONAL ASSOCIATION OF PROFESSIONAL BASEBALL LEAGUES	Back to Field ✓
8487	NATL FIRE PROTECTION ASSN	Michael Williamson ✓
2901	REED EXHIB GRP	Back to Field
Eastern:		
94152	ASSN WORK PROCESS IMPROVEMENT	Dan Jones
25985	CONFERON	Dan Jones
25985	CONFERON - BOSTON	Dan Jones
210	INFUSION NURSES SOCIETY	Dan Jones
4922	N AM SOC PACING & ELECTROPHYSI	Dan Jones
15237	PROFESSIONAL RELATIONS & RESEA	Dan Jones

Center for Business Intelligence - 248 Rooms

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Wendy Jensen Account		
Org Number	Organization Name	New Manager
Eastern:		
31068	ADDISON WESLEY LONGMAN CO	Dan Jones
Northeastern:		
84996	CMP MEDIA (FOR CT EXPO)	Jim Vandevender
64636	COMPAQ COMPUTER (DIGITAL) 14121	Jim Vandevender
64636	COMPAQ COMPUTER CORPORATION	Jim Vandevender
54685	DELOITTE & TOUCHE LLP <i>Nov 12 Jennifer</i>	Diane Smith
64636	DIGITAL EQUIPMENT CORP	Jim Vandevender
54685	ELAYNE KITCHEN & ASSOC	Jim Vandevender
198162	ETMI JANE DAVIS	Jim Vandevender
34868	GE CAPITAL CORP	Diane Smith
34549	GENERAL ELECTRIC CO	Joann Rumsey
20957	IDG EXPO MGMT <i>Linda</i>	Jim Vandevender
85223	LEHMAN BROTHERS INC <i>Amanda / Leshe</i>	Richard Wood
50701	MCGETTIGAN WORLD CLASS - OK	Jim Vandevender
84996	MILLER FREEMAN (CT EXPO)	Jim Vandevender
31068	PEARSON EDUCATION GRP <i>Sally Portanova</i>	Jim Vandevender
441039	Manhattan Hotel Search	Jim Vandevender
Central:		
6655	MAC TOOLS	Barb Hale
Western:		
90604	META GROUP INC	Trina Camacho-London

← regretfully WSO - Wendy expected
valuable
20 people in company
disruption of service

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Herve Roussel Account		
Org Number	Organization Name	New Manager
Omaha:		
65587	Am Journal Health	Shawn Anderson
162102	Am Soc Law Enforcement	Tina Nebuloni
4969	Educ Credit Union Council	Jennifer Roman
23354	HD Vest	Tonja Towne
19297	Manugistics	Michelle Russell
75255	Natl. Hurricane Conf	Rose Castan
42041	Professional Conf Mgmt	Erin Moriarty
5952	Scien-Tech Assoc	Erin Moriarty
45331	Society of Vacuum Coaters	Rose Castan

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Gayle Smith Account		
Org Number	Organization Name	New Manager
Omaha:		
62337	Am Agri Economics Assn	Shawn Anderson
199766	Ambassador Performance	Michelle Russell
170129	Intl Quality Productivity Center	Tina Nebuloni
90303	Marmaxx Group	Sam Canova
264841	McLeodUSA	Rose Castan
93600	Natl Inst Clinical Applic	Rose Castan
10033	Natl Pork Producers	Erin Moriarty
176457	Natl Scool Conf	Sam Canova
180667	Neax Users Group	Erin Moriarty
Eastern:		
12137	African Methodist Episcopal	Ron Keith
24109	Ancient Epyptian Arabic	Ron Keith
11960	Gospel Music Workshop	Ron Keith

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Cardella Gills Account		
Org Number	Organization Name	New Manager
Omaha:		
3577	Aeronautical Radio	Michelle Russell
50342	Am Acad Cosmetic Dentistry	Tina Nebuloni
10855	Am Electroplaters Surface	Shawn Anderson
72943	Hachero Hills Inc	Rose Castan
16587	Hobby Indus Assn Am	Shawn Anderson
11325	Knights Peter Claver	Shawn Anderson
345	Lions Club	Michelle Russell
11964	Lott Carey Baptist Foreign Missionary	Tina Nebuloni
37708	Moose Int'l Inc	Shawn Anderson
153836	Natl Assn Black Criminal	Tina Nebuloni
9862	Natl Assn Postmasters	Tina Nebuloni
24333	Natl Flute Assn.	Rose Castan
21502	Progressive Baptist	Erin Moriarty
23092	Soc Pres Barber Shop	Erin Moriarty
124054	Sweet Adelines Intl	Erin Moriarty
203581	United Transportation Union	Michelle Russell

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